Custom Rates

survey summary

a budget guide for 1991 custom rates

Alberta

1991

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PREFACE

As custom and rental agreements are being negotiated, it is useful to know what others are paying or charging for similar services. Since 1977, Alberta Agriculture has annually surveyed custom and rental rates to provide information to farmers and custom operators making custom work and rental decisions.

This publication presents a summary of custom work and land rental rates during 1990. These rates are intended only as a guide for 1991. They are not to be interpreted as the rates you must charge or pay.

This publication is a co-operative endeavor by Alberta Agriculture's Statistics Branch and Farm Business Management Branch. The publication was prepared by Cheri Woodruff and Craig Edwards, Farm Business Management Branch from data collected by Maureen Whitlock, Statistics Branch.

THE DEPARTMENT GRATEFULLY ACKNOWLEDGES THE CONTRIBUTION OF THE FARMERS AND CUSTOM OPERATORS WHO WILLINGLY CO-OPERATED BY PROVIDING INFORMATION ABOUT THEIR CUSTOM AND RENTAL RATES.

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INTRODUCTION

Objective

The Custom Rates Survey Summary began in 1977 as a response to a need for this type of information by farmers, custom operators and agriculturists.

The specific objective of this publication is to organize and report 1990 custom rates for certain custom operations on the farm. No effort is made to evaluate fairness of reported rates. The goal is to report what is being charged, not what should be charged.

Sample Size

The reader should note that the sample size is often small and thus, reported rates should only be used as a general indication of rates that are being charged for the various custom operations in Alberta. Custom rates in this publication are not to be interpreted as recommended rates. Individual custom operations should still be evaluated on their own merit.

Users of Custom Rates Information

Custom rate information can be useful to many people involved in agriculture and other related activities. Farmers may find custom rates useful as a guide for machinery management, budgeting and financial planning for credit needs. Also, custom rates can be useful as a guide in negotiating settlements for work performed for neighbors or others. Lenders, educators, government institutions and others doing budgeting or planning analysis may also find custom rates useful as guides in their work. Custom operators can use these guides to compare their own rate with the market rate in a certain area.

Understanding the Tables

Custom rates for various operations in Alberta are illustrated on pages 4 to 24. The tables are itemized under type of OPERATION surveyed, location where rates apply, most common rates charged in 1989, range of rates charged in 1990 and most common rates charged in 1990. Under the heading LOCATION, six regions were identified. These regions are outlined on the map on page 3. Where the LOCATION is identified as south, central and north, two regions are combined into one location. South consists of Region 1 and 2, Central consists of Region 3 and 4, and North consists of Region 5 and 6.

Custom rates in 1990 for the various operations are shown as RANGE-1990 and MOST COMMON-1990. The rates quoted most often by custom operators are under the heading MOST COMMON-1990. Variations in rates from lowest to highest are under the heading RANGE-1990. The reason for these ranges is due to many factors some of which are listed below.

Factors that contribute to lower rates include:

a) neighborly work exchange;
b) location of job in relation to home base of custom operator;
c) custom operator's desire to cover variable costs, but not necessarily all fixed costs;
d) use of older equipment which does not reflect current investment cost;
e) services such as labor, meals, fuel, supervision, transportation or other convenience services, being provided to the custom operator by the farmer; and
f) the size of job.

Factors that contribute to higher rates include:

a) full-time custom operators who are covering all costs;
b) charging what the market will bear;
c) tough jobs requiring extra power, repairs, fuel or time;
d) field conditions such as rocks, rough terrain, obstructions, or high yield crops; and
e) small size jobs.

HOW TO USE CUSTOM RATE INFORMATION

Rates quoted in this publication for the various custom operations are expressed in numerous ways (per hour, ton, tonne, bale, acres, etc.). Before comparing the various custom operations, always choose the appropriate basis on which to compare. For example, grain harvesting may require a per acre cost as compared to corral cleaning where a per hour rate is more appropriate. When custom rates are given in dollars per hour, it is advisable to convert to a physical unit cost (bushels, tonnes, acres) that is appropriate to that operation. A low cost per hour can be a very high cost per acre, tonne, etc.

Since custom rates quoted in this publication may not suit all custom operators and those hiring custom work, it is advisable to calculate one's own custom costs.

WOOD
BUFFALO
NATIONAL
PARK
PEACE
RIVER
REGION
• FAIRVIEW
6
NORTH
EAST
REGION
4
• BARRHEAD
NORTH WEST
REGION
5
WILLMORE
WILDERNESS
PARK
JASPER
NATIONAL
PARK
VERMILION •
NORTH CENTRAL REGION
• RED DEER
3
BANFF
NATIONAL
PARK
SOUTH CENTRAL REGION
2
• CALGARY
1
SOUTHERN REGION
• LETHBRIDGE
WATERTON LAKES
NATIONAL PARK
Alberta
CANADA
AGRICULTURAL REGIONS
• REGIONAL OFFICE

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Plowing				
			*$70.00/hr	*$70.00/hr
	South	$10.00-24.00/ac	$18.00-25.00/ac	$18.00-25.00/ac
	Central	*$65.00-68.50/hr	*$65.00/hr	*$65.00/hr
	North	--	*$75.00/hr	*$75.00/hr
* One Report				
Surveyed November 1990				
Total Reports 8				
Discing - crop or stubble				
			$65.00-70.00/hr	$65.00-70.00/hr
	South	$4.00-5.00/ac	$4.00-6.00/ac	$4.00-6.00/ac
	Central	$5.00-6.00/ac	$5.00-6.50/ac	$5.00-6.50/ac
	North	$5.00/ac	*$110.00/hr	*$110.00/hr
* One Report			$5.00-6.00/ac	$5.00-6.00/ac
Surveyed November 1990				
Total Reports 18				
Discing - pasture or hay				
	Alberta	$5.00-10.00/ac	$5.00-10.00/ac	$10.00/ac
Surveyed November 1990				
Total Reports 6				
Cultivating				
	Region 1	$3.25-5.00/ac	$3.25-6.50/ac	$4.00-6.00/ac
	Region 2	$4.50-6.00/ac	$3.25-7.50/ac	$4.50-7.00/ac
	Region 3	$3.50-5.00/ac	$4.00-6.50/ac	$4.00-6.50/ac
	Region 4	$5.00-6.00/ac	$6.00-7.00/ac	$6.00-7.00/ac
	Region 5	$4.00-5.00/ac	$4.50-8.50/ac	$4.50-6.00/ac
Surveyed November 1990				
Total Reports 48	Region 6	$4.00-5.00/ac	$4.00-7.50/ac	$5.00-5.75/ac
Harrowing				
	Alberta	$1.50-2.75/ac	$1.50-3.25/ac	$2.00-2.75/ac
Surveyed November 1990				
Total Reports 9				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Seeding Drill/Disc/Air Seeder	Region 1	$6.00-6.75/ac	$3.50-10.00/ac	$6.00-6.75/ac
	Region 2	$6.00-7.00/ac	$3.00-10.00/ac	$5.00-7.00/ac
	Region 3	$5.00-6.50/ac	$3.00-7.75/ac	$3.00-3.50/ac
	Region 4	--	$5.00/ac	$5.00/ac
* One Report for Region Surveyed June 1990 Total Reports 49	Region 5	$2.50-3.50/ac	$3.50-6.25/ac	$3.50-6.25/ac
	Region 6	$6.50/ac	$4.00-7.00/ac	$6.50-7.00/ac
Aerial Seeding Lowest rates for grasses and Canola Highest rate for grains	Region 1	*$5.00/ac	$5.00-5.50/ac	$5.00-5.50/ac
	Region 2	$3.00-4.00/ac	$3.25-7.00/ac	$3.00-4.00/ac
	Region 3	$3.50/ac	$3.25-4.50/ac	$3.25-4.50/ac
	Region 4	--	$3.50-4.50/ac	$3.50-4.50/ac
* One Report for Region Surveyed June 1990 Total Reports 22	Region 5	--	$3.50-4.75/ac	$3.50-4.75/ac
	Region 6	--	--	--
Granular Fertilizer Application Truck Mount, Floaters & Pull-Type	Region 1	$3.00/ac	$2.50-3.50/ac	$2.50-3.50/ac
	Region 2	$3.00-3.50/ac	$2.75-4.50/ac	$3.00-3.50/ac
	Region 3	$3.00/ac	$2.75-5.00/ac	$2.75-3.25/ac
	Region 4	*$3.00/ac	$2.75-3.25/ac	$3.00-3.25/ac
* One Report for Region Surveyed June 1990 Total Reports 87	Region 5	$3.00/ac	$2.75-3.50/ac	$2.75-3.25/ac
	Region 6	$3.50-4.00/ac	$3.00-3.75/ac	$3.50-3.75/ac
Granular Fertilizer Application Air Seeder	South	$6.00/ac	$3.75-7.00/ac	$6.00-7.00/ac
	Central	$5.00-6.00/ac	$5.00-8.00/ac	$5.00-5.75/ac
* One Report for Region Surveyed June 1990 Total Reports 20	North	*$6.50-7.00/ac	$6.50-7.00/ac	$6.50-7.00/ac

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Aerial Granular Fertilizer				
	Region 1	--	*$5.00/ac	*$5.00/ac
	Region 2	*$3.50/ac	$3.50/ac	$3.50/ac
	Region 3	--	--	--
	Region 4	--	--	--
* One Report for Region Surveyed June 1990	Region 5	--	--	--
Total Reports 3	Region 6	--	--	--
Liquid Fertilizer Application	Region 1	$3.50/ac	$2.50-4.00/ac	$3.25-3.75/ac
Floater, Truck Mount, Pull-Type & Fixed Wing	Region 2	$3.25/ac	$3.00-3.50/ac	$3.00-3.50/ac
(Fixed wing at 2 gallon rate)	Region 3	--	$3.50-3.75/ac	$3.50-3.75/ac
	Region 4	$3.50-4.00/ac	$3.50-4.25/ac	$3.75-4.25/ac
* One Report for Region Surveyed June 1990	Region 5	*$3.00/ac	$3.00-3.25/ac	$3.00-3.25/ac
Total Reports 35	Region 6	--	$3.00-3.50/ac	$3.00-3.50/ac
Herbicide Application				
Truck, Floater, Pull-Type	Region 1	$2.50-3.00/ac	$2.25-4.00/ac	$2.50-3.00/ac
	Region 2	$3.50/ac	$2.25-3.75/ac	$2.50-3.25/ac
	Region 3	$3.00/ac	$2.25-3.00/ac	$2.75-3.00/ac
	Region 4	*$3.00/ac	$2.25-3.00/ac	$2.25-3.00/ac
* One Report for Region Surveyed June 1990	Region 5	$2.00-3.00/ac	$2.00-3.25/ac	$2.75-3.00/ac
Total Reports 48	Region 6	$2.75/ac	*$3.75/ac	$2.75/ac
Aerial Herbicide				
NB - Higher rates are for more water used	Region 1	$3.50/ac @ 2 gal	$3.00-5.50/ac 1-5 gal	$3.50-3.75/ac @ 2 gal
	Region 2	$3.50-4.00/ac @ 2 gal	$2.90-5.00/ac 1-5 gal	$3.50-3.75/ac @ 2 gal
	Region 3	$3.00-5.00/ac @ 2 gal	$3.00-5.25/ac 1-5 gal	$3.50-3.75/ac @ 2 gal
	Region 4	-- @ 2 gal	$3.25-4.50/ac 1-5 gal	$3.75-3.85/ac @ 2 gal
Surveyed June 1990	Region 5	$3.60-4.80/ac @ 2 gal	$3.00-5.00/ac 1-5 gal	$3.75-4.00/ac @ 2 gal
Total Reports 57	Region 6	-- @ 2 gal	--	--

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Grain Swathing				
	Region 1	$6.00/ac	$4.00-7.00/ac	$5.00-6.00/ac
	Region 2	$5.00/ac	$4.75-7.00/ac	$5.00-6.00/ac
	Region 3	$5.00/ac	$5.00-6.25/ac	$5.00-6.25/ac
	Region 4	$5.00/ac	$4.75-5.50/ac	$5.00/ac
	Region 5	$6.00/ac	$4.00-6.00/ac	$4.00-6.00/ac
Surveyed September-October 1990 Total Reports 45	Region 6	$3.50/ac	$4.00-5.00/ac	$4.00-5.00/ac
	Alberta	$40.00/hr	$40.00-55.00/hr	$40.00-50.00/hr
Combining				
	Region 1 Dry	$12.00/ac	$10.00-12.00/ac	$12.00/ac
	Irrigated	$17.00-23.00/ac	$18.00-23.00/ac	$18.00-23.00/ac
	Region 2	$12.00-14.00/ac	$12.00-14.00/ac	$12.00-14.00/ac
	Region 3	$12.00-14.00/ac	$12.00-13.00/ac	$12.00-13.00/ac
	Region 4	$12.00/ac	$12.00-15.00/ac	$12.00/ac
	Region 5	$12.00-15.00/ac	$12.00-13.00/ac $75.00-100.00/hr	$12.00-13.00/ac $85.00-100.00/hr
Surveyed September-October 1990 Total Reports 68	Region 6	-- $100.00/hr	$12.00-13.00/ac $90.00-100.00/hr	$12.00-13.00/ac $90.00-100.00/hr
Combining and Hauling				
	Region 1 Dry	$14.00-17.00/ac	$13.00-18.00/ac	$14.00-18.00/ac
	Irrigated	$22.00/ac	$20.00-29.00/ac	$20.00-23.00/ac
	Region 2	$15.00-18.00/ac --	$13.50-16.00/ac --	$14.00-15.00/ac --
	Region 3	-- $110.00/hr	$14.00-16.00/ac $85.00-110.00/hr	$14.00-16.00/ac $85.00-110.00/hr
	Region 4	$12.00-15.00/ac --	$12.00-14.00/ac $95.00-100.00/hr	$12.00-14.00/ac $95.00-100.00/hr
	Region 5	-- $100.00/hr	$12.00-14.00/ac $90.00-125.00/hr	$12.00-14.00/ac $95.00-110.00/hr
* One Report Surveyed September-October 1990 Total Reports 74	Region 6	-- $100.00-120.00/hr	*$16.00/ac $100.00-115.00/hr	*$16.00/ac $100.00-110.00/hr

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Grain Drying (based on wheat)				
	Per Point	$0.04/pt	--	$0.04/pt
	Per Hour	$30.00-70.00/hr	$50.00-65.00/hr	$50.00-65.00/hr
Surveyed September-October 1990				
Total Reports 4	Per Bushel	$0.17-0.24/bu	--	$0.17-0.24/bu

		0-24 Miles	25-50 Miles	51-100 Miles	Over 100 Miles
Long Distance Grain Hauling					
	Region 1				
22 to 37 tonne trucks	Range	*$5.50/tonne	*$6.40/tonne	*$7.50-8.70/tonne	--
		*$0.10/bu	*$0.16/bu	*$0.22/bu	--
	Region 2				
	Range	$0.90-0.20/bu	$0.15-0.30/bu	$0.18-0.28/bu	$22.00-26.00/tonne
	Most Common	$0.12/bu	$0.15-0.30/bu	$0.18-0.28/bu	$22.00-26.00/tonne
	Region 3				
	Range	$4.50-5.50/tonne	*$3.00/LMI	$8.00-10.00/tonne	*14.00/tonne
		$0.10-0.12/bu	*$0.15/bu	*$0.18/bu	--
	Region 4				
	Range	$0.09-0.11/bu	--	$0.17-0.20/bu	*$.34/bu
	Most Common	$0.09-0.11/bu	--	$0.17-0.20/bu	*$2.50/LMI
	Region 5				
	Range	$4.00-6.50/tonne	*$8.00/tonne	--	*$3.00/LMI
	Most Common	$4.00-6.50/tonne	*$8.00/tonne	--	*$3.00/LMI
* One Report	Region 6				
Surveyed September-October 1990	Range	*$6.00/tonne	*$6.00/tonne	$8.50-11.00/tonne	$13.50-22.00/tonne
Total Surveyed 80	Most Common	*$6.00/tonne	*$6.00/tonne	$8.50-11.00/tonne	$13.50-22.00/tonne

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Cutting & Conditioning Hay				
	Region 1	$10.00-12.00/ac	$8.00-12.00/ac	$10.00-12.00/ac
	Region 2	$9.00-11.00/ac	$9.00-11.00/ac	$9.00-11.00/ac
	Region 3	$6.00-8.00/ac	$7.00-9.00/ac	$7.00-9.00/ac
	Region 4	--	--	--
	Region 5	$7.00/ac	$6.00-9.00/ac	$7.00-9.00/ac
Surveyed August 1990 Total Reports 27	Region 6	--	--	--
Baling				
Small Square	Region 1	$0.35-0.45/bale	$0.30-0.50/bale	$0.35-0.45/bale
	Region 2	$0.30-0.40/bale	$0.25-0.40/bale	$0.30-0.35/bale
	Region 3	$0.28/bale	*$0.30/bale	*$0.30/bale
	Region 4	*$0.25/bale	*$0.30/bale	*$0.30/bale
* One Report Surveyed August 1990	Region 5	$0.25-0.40/bale	$0.25-0.40/bale	$0.25-0.40/bale
Total Reports 17	Region 6	--	--	--
Stacking and Hauling				
	South	$0.25-0.30/bale	$0.23-0.40/bale	$0.25-0.30/bale
Small Square Bales Less Than 1 Mile	Central	$0.20-0.30/bale	$0.25-0.35/bale	$0.25-0.30/bale
Surveyed August 1990 Total Reports 29	North	$0.25-0.26/bale	$0.25-0.27/bale	$0.25-0.27/bale
Large Square				
	Alberta	$10.00/bale	--	--
* One Report Survey August 1990 Total Reports 0				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Baling				
Round Bales	Region 1	$5.00-6.50/bale	$6.00-7.00/bale	$6.00-7.00/bale
	Region 2	$5.00-6.50/bale	$5.50-7.00/bale	$6.00-6.50/bale
	Region 3	$5.00-6.50/bale	$5.75-7.00/bale	$6.00-6.50/bale
	Region 4	$5.00-6.00/bale	$5.75-6.25/bale	$5.75-6.25/bale
	Region 5	$5.50/bale	$5.00-7.00/bale	$5.50-6.00/bale
Surveyed August 1990 Total Reports 54	Region 6	$5.00-6.00/bale	$5.00-6.50/bale	$6.00/bale
Stacking & Hauling Round Bales Less Than 1 Mile	Alberta	--	$2.00-3.00/bale	$2.00-3.00/bale
Surveyed August 1990 Total Reports 4				
Cutting - Silage	Alberta	$5.00-6.00/ac $35.00-50.00/hr	$5.00-11.00/ac $35.00-50.00/hr	$6.00-7.00/ac $35.00-40.00/hr
Surveyed August 1990 Total Reports 12				
Chopping Silage (Wet Tonne) Tractor and Harvester	Alberta	$3.35-6.00/tonne $120.00-130.00/hr	$3.50-6.50/tonne $100.00-140.00/hr	$3.50-6.50/tonne $100.00-130.00/hr
Surveyed August 1990 Total Reports 10				
Hauling Silage Truck and Operator 1 mile - 3 miles haul	Alberta	$35.00/hr $2.20-2.50/tonne	$30.00-40.00/hr $2.25-3.85/tonne	$30.00-40.00/hr $2.25-2.75/tonne
Surveyed August 1990 Total Reports 13				

RATES SURVEYED

		MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Chopping and Hauling (Wet Tonne)				
1-3 Mile Haul				
	Alberta	$5.00-6.00/tonne	$5.50-8.75/tonne	$5.50-7.00/tonne
		$135.00-165.00/hr	$125.00-165.00/hr	$140.00-165.00/hr
Surveyed August 1990				
Total Reports 24				
Packing Silage				
	Alberta	$42.00-45.00/hr	$42.00-50.00/hr	$42.00-45.00/hr
		$1.00-2.00/tonne	$1.10-2.20/tonne	$1.10-2.20/tonne
Surveyed August 1990				
Total Reports 6				
Silage Bagging				
chopping, hauling & bagging				
includes bag	Alberta			
	8' x 150' bag	$1400-1600	$1600	$1600
* One Report	9' x 135' bag	*$2000	$1800-2000	$1800-2000
Surveyed August 1990	9' x 150' bag	$1850-2200	$2000-2200	$2000-2200
Total Reports 13	9' x 200' bag	--	$2600-2650	$2600-2650
	10' x 150' bag	*$2400-3200	$2450-2600	$2450-2600
	10' x 200' bag	$3000-3200	$3100-3400	$3100-3400
Silage Bagging - bagging only				
includes bag	Alberta			
	8' x 150' bag	$700-950	--	--
	9' x 135' bag	$1000	--	--
Surveyed August 1990	10' x 150' bag	$1400	$1400	$1400
Total Reports 4	10' x 200' bag	$1800	$1800	$1800
		Under 100 Miles	100-200 Miles	Over 200 Miles
Long Distance Hay Hauling				
	South	$10.00-20.00/tonne	--	$2.60/LMI
	Central	$60.00-65.00/hr	*$3.00/LMI	*$3.00/LMI
* One Report				
Surveyed July 1990	North	$3.00/LMI	$2.80-3.00/LMI	$2.60-2.80/LMI
Total Reports 7				

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Grain Processing - Grinding				
Per Tonne	Region 1	$13.00-20.00/tonne	$13.00-20.00/tonne	$13.00-20.00/tonne
	Region 2	$9.00-20.00	$12.00-20.00	$12.00-20.00
	Region 3	$10.00-12.00	$11.00-16.00	$11.00-13.00
	Region 4	$10.50-14.00	$8.00-14.00	$12.00-14.00
	Region 5	$12.00-12.50	$11.50-15.00	$15.00
Surveyed January 1991 Total Reports 24	Region 6	$12.00-13.00	$12.00-13.00	$12.00-13.00
Grain Processing - Dry Rolling				
Per Tonne	Region 1	$13.00-20.00/tonne	$13.00-20.00/tonne	$13.00-20.00/tonne
	Region 2	*$9.00	*$10.00	*$10.00
	Region 3	$9.00-12.00	$9.00-16.00	$9.00-13.00
	Region 4	$10.00-14.00	$7.00-14.00	$7.00-14.00
	Region 5	$12.00-12.50	$11.50-15.00	$11.50-15.00
* One Report Surveyed January 1991 Total Reports 21	Region 6	$12.00-13.00	$12.00-13.00	$12.00-13.00
Grain Processing - Steam Rolling				
Per Tonne	South	$20.00-22.00/tonne	$20.00-22.00/tonne	$20.00-22.00/tonne
	Central	$22.00-25.00	$22.00-25.00	$22.00-25.00
* One Report Surveyed January 1991 Total Reports 6	North	*$18.00	*$20.00	*$20.00
Grain Processing - Pelleting				
Per Tonne	Alberta	$18.00-38.80/tonne	$20.00-40.00/tonne	$20.00-40.00/tonne
Surveyed January 1991 Total Reports 3				

RATES SURVEYED

OPERATION

Feeding

	Yardage	Death Loss	Total Cost/lb Gain
Backgrounding Calves	Range $0.12-0.16/day	0.50-2.00%	$0.45-0.65/lb
	Most Common $0.12-0.15/day	0.50-1.50%	$0.47-0.55/lb
Calves to Finish	Range $0.12-0.15/day	0.40-2.00%	$0.44-0.70/lb
	Most Common $0.12-0.15/day	0.75-1.50%	$0.45-0.55/lb
Yearlings to Finish	Range $0.12-0.15/day	0.25-1.00%	$0.42-0.57/lb
	Most Common $0.12-0.15/day	0.25-0.50%	$0.50-0.55/lb

Date Surveyed January 1991
Total Reports 51

Livestock Hauling - Alberta
Possum Belly Liner
(50,000-60,000 lb)

Miles	Most Common 1989	Range 1990
0-50 miles	$3.00-3.25/loaded mile	$2.10-3.25/loaded mile
50-100 miles	$2.50-3.25/loaded mile	$2.75-3.25/loaded mile
100-200 miles	$2.50-2.75/loaded mile	$2.60-3.25/loaded mile
200+ miles	$2.25-2.50/loaded mile	$2.75-3.30/loaded mile

Surveyed January 1991
Total Reports 86

Custom Corral Cleaning - Alberta

Type of Equipment	Range 1990	Most Common 1990
Loaders, 3 Spreaders, 4-5 Operators	$150.00-245.00/hr	$160.00-200.00/hr
Loader, 2 Spreaders, 2-3 Operators	$100 .00-160.00/hr	$110.00-150.00/hr
Loader, 1 Spreader, 2 Operators	$80.00-95.00/hr	$90.00-95.00/hr

Surveyed January 1991
Total Reports 39

RATES SURVEYED

OPERATION	LOCATION	MOST COMMON - 1989	RANGE - 1990	MOST COMMON - 1990
Fence Construction				
	Alberta			
3 & 4 Wires, Labor, Equipment	Barbwire	$1100.00-1400.00/mi	$900.00-1450.00/mi	$1100.00-1400.00/mi*
* One Report				
Surveyed January 1991				
Total Report 32				
Fence Removal				
	Alberta			
Barbed Wire		$400.00-600.00/mi	$300.00-600.00/mi	$300.00-600.00/mi
		--	$25.00-75.00/hr	$45.00-65.00/hr
Surveyed January 1991				
Total Reports 22				
Post Pounding				
	Alberta			
Equipment and 2 Operators		$40.00-55.00/hr	$45.00-70.00/hr	$45.00-60.00/hr
Surveyed January 1991				
Total Reports 19				

LAND BREAKING AND CLEARING

The land clearing and breaking survey was conducted in November and December, 1990. Please note that these rates can vary depending on bush type, terrain and equipment used. Rates are based on one pass.

SOUTHERN ALBERTA

OPERATION	EQUIPMENT	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Brushing and Piling with Dozer Blade or Repiling	D6 (140-180 h)	$70.00/hr	*$70.00/hr	$70.00/hr
	D7 (180-200 hp)	$75.00-85.00/hr	$75.00-85.00/hr	$75.00-85.00/hr
	D8 (225-335 hp)	$95.00-110.00/hr	$85.00-95.00	$85.00-95.00/hr
Windmill		--	*$450.00/mo	*$450.00/mo
		--	*$250.00/wk	*$250.00/wk
		--	*$40.00/day	*40.00/day
Ripping		$80.00-110.00/hr	$85.00-110.00/hr	$85.00-110.00/hr
Discing		$8.00-18.00/ac	$7.50-12.00/ac	$10.00/ac
Rototilling		$25.00-80.00/ac	$25.00-80.00/ac	$75.00-80.00/ac
		$55.00-120/hr	$60.00-120.00/hr	$60.00-120.00/hr
Root Raking		--	$90.00-160.00/hr	$90.00-160.00/hr
Rock Raking		--	--	--
Rock Picking		--	--	--
Dugouts		$0.75-1.00/$yd^3$	$0.70-1.25/$yd^3$	$0.70-1.25/$yd^3$
		$75.00-87.00/hr	$65.00-110.00/hr	$75.00-85.00/hr
Drainage		$50.00-75.00/hr	$65.00-125.00/hr	$80.00-125.00/hr
Log Chipping		--	*$125.00/hr	*$125.00/hr
Plowing		--	$85.00-90.00/hr	$85.00-90.00/hr

* One Report

CENTRAL ALBERTA

OPERATION	EQUIPMENT	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Brushing and Piling with Dozer Blade or Repiling	D6 (140-180 hp)	$50.00-75.00/hr	$70.00 - 78.00/hr	$70.00/hr
	D7 (180-200 hp)	$75.00-85.00/hr	$65.00-85.00/hr	$75.00-80.00/hr
	D8	$90.00-120.00/hr	$80.00-110.00	$90.00-95.00/hr
Ripping		$90.00-105.00/hr	$75.00-165.00/hr	$85.00-105.00/hr
Discing		$20.00/ac	$50.00-100.00/hr	$75.00-85.00/hr
Rototilling		$95.00-125.00/hr	$100.00-125.00/hr	$100.00/hr
Root Raking		--	$80.00-85.00/hr	$80.00-85.00/hr
Rock Raking		*$30.00/hr	*$30.00/hr	*$30.00/hr
Rock Picking		*$90.00/hr	*$80.00-100.00/hr	*$80.00-100.00/hr
Dugouts		$60.00-100.00/hr $1.00/$y^3$	$65.00-120.00/hr *$1.00/y^3	$75.00-90.00/hr *$1.00/y^3
Drainage		$60.00-100.00/hr	$65.00-85.00/hr	$65.00-85.00/hr
Plowing		--	$85.00-90.00/hr	$85.00-90.00/hr
Log Chipping		--	*$125.00/hr	*$125.00/hr
Land Levelling		--	*$65.00/hr	*$65.00/hr

* One Report

NORTHERN ALBERTA

OPERATION	EQUIPMENT	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Brushing and Piling With Dozer Blade or Repiling	D6 (140-180 hp)	$65.00-75.00/hr	$65.00-75.00/hr	$65.00-75.00/hr
	D7 (180-200 hp)	$100.00/hr	$75.00-80.00/hr	$75.00/hr
	D8 (225-335 hp)	$100.00-130.00/hr	$85.00-110.00/hr	$95.00/hr
Ripping		$75.00-130.00/hr	$75.00-130.00/hr	$95.00-120.00/hr
Discing		--	$45.00-75.00/hr	$65.00-75.00/hr
		$25.00-30.00/ac	$40.00-45.00/ac	$25.00-30.00/ac
Plowing		--	$60.00-135.00/hr	$60.00-130.00/hr
		$30.00-40.00/ac	$40.00-45.00/ac	$40.00-45.00/ac
Rototilling		$85.00-110.00/hr	$110.00/hr	$110.00/hr
Root Raking		$40.00-55.00/hr	$50.00-70.00/hr	$50.00-70.00/hr
Dugout and Drainage		$75.00-100.00/hr	$75.00-110.00/hr	$75.00-95.00/hr
		--	--	--

* One Report
Surveyed November and December 1990
Total Reports 203

MACHINE RENTAL

EQUIPMENT	LOCATION	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Anhydrous Ammonia Equipment				
	Region 1	$2.00-5.00/ac	*$1.50/ac	*$1.50/ac
	Region 2	$39.00-60.00/tonne	$60.00/tonne	$60.00/tonne
	Region 3	$45.00/tonne	*$5.50/ac *45.00/tonne	*$5.50/ac *$45.00/tonne
	Region 4	--	--	--
* One Report	Region 5	--	--	--
Surveyed June 1990 Total Reports 6	Region 6	$40.00/tonne	--	--
Liquid Fertiliser Equipment				
	South	$1.00-3.00/ac	$.50-5.00/ac	$1.00-3.00/ac
	Central	$1.00/ac	$1.00-2.00/ac	$1.00-2.00/ac
Surveyed June 1990 Total Reports 16	North	--	--	--
Herbicide Equipment (Pull-Type)				
	Region 1	$1.00/ac	$1.00-3.00/ac	$1.00/ac
	Region 2	$0.75-1.25/ac	$0.75-3.50/ac	$1.00/ac
	Region 3	$0.75-1.00/ac	--	$1.00-2.00/ac
	Region 4	$0.75-1.00/ac	$1.00-3.50/ac	$0.75-1.00/ac
	Region 5	$0.50-1.00/ac	--	$0.75-1.00/ac
Surveyed June 1990 Total Reports 46	Region 6	$1.00/ac	--	$1.00-1.25/ac

EQUIPMENT	LOCATION	MOST COMMON 1989	RANGE 1990	MOST COMMON 1990
Fertilizer Equipment (Pull-Type)				
Granular	Region 1	$0.75-1.00/ac	$0.75-3.50/ac	$0.75-1.00/ac
		--	--	--
		$6.00-7.00/tonne	$4.00-6.00/tonne	$6.00/tonne
	Region 2	$0.75-2.50/ac	$0.50-3.00/ac	$0.75-1.00/ac
		--	--	--
		--	--	--
	Region 3	$1.00-2.50/ac	$0.50-2.50/ac	$0.75-1.25/ac
		$3.00-6.00/ac	--	--
		$7.00-8.00/tonne	$5.00-10.00/tonne	$5.00-7.00/tonne
	Region 4	--	$0.75-3.00/ac	$0.75-1.10/ac
		--	$3.00-4.00/ac	$3.00-4.00/ac
		$6.00-9.00/tonne	$6.00-9.00/tonne	$6.00/tonne
	Region 5	$0.60-2.75/ac	$1.00-1.25/ac	$1.00-1.25/ac
		--	*$2.75/ac	*$2.75/ac
		$5.00/tonne	$5.00-6.00/tonne	$5.00-6.00/tonne
* One Report	Region 6	$1.00/ac	$1.00-1.25/ac	$1.00-1.25/ac
** Banding Equipment		--	--	--
Surveyed June 1990		$40.00-50.00/day	$45.00-50.00/day	$45.00-50.00/day
Total Reports 69				
Tractors	Alberta			
Under 60 PTO hp		$0.20/h/PTO hp		$0.23/h/PTO hp
60-100 PTO hp		$0.18-.20/h/PTO hp		$0.21/h/PTO hp
100-180 PTO hp		$0.18-.20/h/PTO hp		$0.21/h/PTO hp
4 WD		$0.18/h/PTO hp		$0.21/h/PTO hp
Surveyed January 1990				

LAND LEASING

The major factors that seem to influence the rental rates for land are:

1) The demand for rental land in the area;
2) Variation in the quality and productivity of land;
3) Transactions at arm's length;
4) The dependability of the tenant;
5) The length and terms of the lease or cash rent agreement;
6) Location; and
7) Who's willing to bear the risk.

The rates listed below are broken into major regions of the province. The variability in the price is basically due to the above factors.

CASH RENT CROPLAND

OPERATION	LOCATION	MOST COMMON - 1989	RANGE -1990	MOST COMMON - 1990	AVERAGE 1990
	Region 1				
	Irrigated	$25.00-50.00/ac	$12.50-75.00/ac	$35.00-50.00/ac	$38.00/ac
	Non Irrigated	$10.00-25.00/ac	$9.05-33.00/ac	$15.00-25.00/ac	$24.00/ac
	Region 2	$20.00-30.00/ac	$11.00-45.00/ac	$20.00-30.00/ac	$23.00/ac
	Region 3	$25.00-35.00/ac	$9.50-40.00/ac	$20.00-30.00/ac	$22.00/ac
	Region 4	$15.00-25.00/ac	$7.50-35.00/ac	$12.00-25.00/ac	$19.00/ac
	Region 5	$15.00-30.00/ac	$7.50-45.00/ac	$18.00-30.00/ac	$20.00/ac
April 1990					
Total Reports 251	Region 6	$8.00-20.00/ac	$5.60-25.00/ac	$10.00-15.00/ac	$12.00/ac

LENGTH OF LEASES

YEARS	CASH %	CROP SHARE %
1	62	67
2	5	4
3	20	15
4	3	1
5	8	9
>5	1	2

Total Reports 515

TYPE OF LEASE

REGION	CASH %	CROP SHARE %
1	59	41
2	52	48
3	67	33
4	71	29
5	69	31
6+	61	39

Total Reports 515

CROPSHARE ARRANGEMENTS

Region	Number of Leases	Cropshare (in Per Cent) Landlord	Cropshare (in Per Cent) Tenant	Notes
1	6	20	80	
	0	25	75	
	29	33	67	Landlord pays tax & water if irrigated.
	2	40	60	Landlord and tenant split fertilizer
	2	50	50	and chemicals in 14 of 39 agreements.
2	0	17	83	
	6	25	75	
	36	33	67	Landlord and tenant split fertilizer
	4	40	60	and chemicals in 24 of 49 agreements.
	3	50	50	
3	2	25	75	
	18	33	67	
	3	50	50	Landlord and tenant split fertilizer and chemicals in 17 of 23 agreements.
4	1	25	75	
	18	33	67	
	1	40	60	Landlord and tenant split fertilizer
	1	50	50	and chemicals in 14 of 21 agreements.
5	5	20	80	
	0	25	75	
	18	33	67	Landlord and tenant split fertilizer
	1	50	50	and chemicals in 12 of 24 agreements.
6	1	18	82	
	13	25	75	
	8	33	67	Landlord and tenant split fertilizer
	1	30	70	and chemicals in 11 of 23 agreements.

Surveyed April, 1990
Total Reports 179

CASH RENT - PRIVATE PASTURE

Location	Most Common - 1989	Range - 1990	Most Common - 1990	Average 1990
Region 1	$13.50/AUM	$12.00-15.00/AUM	$15.00/AUM	$14.25/AUM
Region 2	$12.00/AUM	$ 8.00-20.00/AUM	$12.00-15.00/AUM	$13.00/AUM
Region 3	$14.00/AUM	$ 9.00-17.00/AUM	$12.00-15.00/AUM	$12.50/AUM
Region 4	$10.00/AUM	$ 7.00-15.00/AUM	$10.00-15.00/AUM	$11.25/AUM
Region 5	$10.00/AUM	$ 7.00-15.00/AUM	$ 8.00-10.50/AUM	$10.00/AUM
Region 6	$6.25/AUM	$ 5.45/AUM	$ 5.45/AUM	$ 5.45/AUM

Surveyed April 1990
Region 6 only one reply
Total Reports 59

PROVINCIAL GRAZING RESERVES

REGION	# OF RESERVES/REGION	TOTAL ACREAGE /REGION	RATE/AUM 1989	RATE/AUM FOR 1990
Lethbridge	3 (Irrigated)	24,411	$13.55	$12.95-13.55
	1 (Non-Irrigated)	33,163	$10.40	$10.40
Medicine Hat	2 (Irrigated)	45,633	$13.53	$12.95-13.55
	2 (Non-Irrigated)	152,741	$10.46	$10.40
West Central	6	93,342	$ 9.33	$ 9.35
Edmonton	3	66,426	$ 9.35	$ 9.35
St. Paul	5	103,792	$ 9.35	$ 9.35
Peace River	5	120,642	$ 7.73	$ 7.75
Grande Prairie	5	76,609	$ 7.73	$ 7.75

CROWN LAND

REGION	TOTAL ACREAGE	RATE/AUM 1989	RATE/AUM 1990
Southern	3,100,000	$ 2.32	$ 2.32
Central	800,000	$ 1.93	$ 1.93
North	1,700,000	$ 1.16	$ 1.16

POINTS TO CONSIDER IN A CUSTOM HIRING AGREEMENT

Custom hiring is a business arrangement. As in all business arrangements, the agreement should outline the rights and duties of all the parties involved. A written agreement is advisable to avoid misunderstandings in case of a dispute. The following points should be considered in a custom hiring agreement.

Operations: The agreement should provide a description of the exact operations to be performed by the parties and the machines, materials and labor to be supplied by each party.

Timeliness: Significant losses can occur if an operation is not started or completed on time. To facilitate planning, a custom hiring agreement should include a schedule of operations for both parties. Such a schedule would be subject to weather conditions and crop maturity. Reasonable notice should be provided by each party when circumstances alter the schedule for operations.

Rate Schedule: The custom operator, for each operation to be performed, should stipulate his rate on the basis of acreage, time (week, day, hour) or total operation performed.

Payment: The agreement should stipulate the terms of payment for custom operations. The custom operator should bill the client on completion of each custom operation indicating the actual units (acres, hours, etc.) completed, the rate charged per unit, the total charge and the due date for payments.

Down-Time: The parties should consider a clause in the agreement, regarding responsibility for down-time as a result of machine breakdown.

Termination: The agreement should include a clause for a minimum period of notice for termination. A penalty should be stated for unjustified termination of the agreement.

Liability: The parties should consider a clause stipulating the responsibility for liability claims as a result of damage to personal property.

Management: The custom agreement should secure provisions that the custom operator will employ acceptable management practices in his operations.

For additional information and sample agreements for the above, refer to the publication "Custom Farming Agreement", Alberta Agriculture, Agdex 817-10.